THE

Publishers' Weekly

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[*With which is incorporated the American Literary Gazette and Publishers' Circular, established* 1852.]

OFFICIAL ORGAN OF THE PUBLISHERS' BOARD OF TRADE AND THE AM. BOOK TRADE ASSOCIATION

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW-YORK.

VOL. VIII. No. 2. NEW-YORK, Saturday, July 10, 1875. WHOLE No. 182.

WILL BE PUBLISHED ON THURSDAY, JULY 15.

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The Publishers' Weekly.

JULY 10, 1875.

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NOTES IN SEASON.

By arrangement with Mrs. C. A. Warfield, Messrs. T. B. Peterson & Bros. will hereafter publish her works. A new novel by her, entitled "A Double Wedding; or, How She was Won," will be the first of this new edition, and will appear about the 14th.

A new novel, by the author of "The Odd Trump," which met with so favorable a reception a month since, is announced by Messrs. E. J. Hale & Son. It is entitled "Harwood," and can be looked for about the 10th.

The Putnams are about adding to their series of atlases "The Academic Modern Geography," a quarto volume, with some thirty-two maps; "The Student's Modern and Classical Geography," an octavo, with forty maps, formerly in charge of Routledge; "The Political and Physical," and "The Scripture Handbook," the latter two an octavo and 16mo, with thirty-two and sixteen pages respectively. This gives them a series of fourteen atlases, forming one of the most complete series ever published.

The Hon. J. D. Caton, late Chief-Justice of Illinois, has recorded a summer's experience in Norway in a volume shortly to be published by Jansen, McClurg & Co. The industries, habits, customs, and peculiarities of the people form the subject of the book, with notes on its history, institutions, climate, productions, etc., the whole clearly put together, with shrewd comment by the writer. It is to be entitled "A Summer in Norway." The same house will also soon have ready "The Primer of Political Economy," by A. B. Mason and J. J. Laler.

The second (cheap) edition of that clever volume of society verse by Mr. Baker, "Point-Lace and Diamonds," happily named for the summer months as a "Flirtation Edition," Mr. Patterson, of this city, has now about ready. Though the price has been considerably reduced from that of the first edition, the same type and illustrations will be used, and some new matter introduced. Mr. Patterson will also publish, at the same time, Mr. Wingate's "Views and Interviews of Journalism," in which, "by carrying the war into Africa," he has obtained from our best newspaper men their own opinions of the profession.

Col. De Forest's new novel, "Playing the Mischief," is just ready at the Harpers. He is certainly one of the foremost of our fictionists.

The Appletons have nearly ready the "Concordance to the Poetical Works of Pope," containing nearly 40,000 references; a superbly illustrated work on "The Life of the Greeks and Romans, Described from Antique Monuments," from the German; and Mr. Clodd's little book on "The Childhood of Religions."

BUSINESS CHANGES.

Boston, Mass.—The stationery branch of the late house of Noyes, Holmes & Co., having been purchased by Mr. John B. Holmes, the firm of Messrs. John B. Holmes & Co. has been formed, which will carry on the stationery business at 31 and 33 Franklin street.

Cincinnati, O.—Taking advantage of the removal of their business to 9 and 11 North Fourth street, the house of Applegate, Pounsford & Co. has changed its firm style to A. H. Pounsford & Co. No change, however, has taken place in the firm itself, as Mr. Applegate retired from the partnership some fifteen years since.

—Messrs. M. T. Lane & Co., publishers, have sold out their business.

Pittsburgh, Pa.—The firm of Messrs. A. H. English & Co., publishers, has been dissolved, Mr. L. Osgood retiring, and a new firm formed, into which Messrs. H. J. Gourley, J. K. Fleming, and J. N. Hunt have been admitted.

Pottsville, Pa.—The firm of Messrs. Shumway & Co. has been succeeded by S. A. Garrett.

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

812 Broadway, New-York.

June 30, 1875.

To prevent confusion and repetition of names while preparing a complete list of agents, the weekly notices of engagements will be discontinued until after the publication of the new Manual; but publishers are requested to keep the Secretary informed of all changes, in order that the lists, when published, shall be as correct as possible.

GEORGE R. LOCKWOOD,

Secretary.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

Abbott, L. *See* Bible.

Architecture, A Manual of. For Churches, Parsonages, and School-Houses. Containing Designs, Elevations, Plans, Specifications, Form of Contract, Rules for Estimating Cost of Building, with Suggestions on Acoustics, Ventilation, Heating, Lighting, Painting, etc., for the Southern and Western States. 4°, pp. 133. $5.. ...*Bicknell.*

Baker.—The Origin and Antiquity of Engraving. With some Remarks on the Utility and Pleasures of Prints. By W. S. Baker. With Heliotype illustr. 4°. $5. *Osgood.*

Barrows.—The Church and her Children. By William Barrows, D.D. 16°, pp. 348. $1.50.....*Cong. Pub. Soc.*

Bartlett.—Future Punishment. By Samuel C. Bartlett, D.D., Prof. in Chicago Theological Seminary. 16°, pp. 68. 50 c... .....*Cong. Pub. Soc.*

Bible.—Conversations of Jesus. For the most part as Recorded by John, but occasionally Supplemented by the Reports of the other Evangelists. Arranged in Dialogue form. 18°, pp. 93. 50 c.....*Cong. Pub. Soc.*

— "Righteousness:" the Divinely Appointed Rule of Life. A Book of collated Scriptures. By Philalethes. Domi 1872. Sq. 16°, pp. 75. Pap., 50 c.....*Tompkins.*

— The New Testament with Notes and Comments, accompanied with Maps and Illustr. By Rev. Lyman Abbott. Vol. 1. Matthew and Mark. 8°, pp. 399. $2.50.*Barnes.*

Boston University Year Book. Edited by the University Council. Vol. 2. 1875. 8°, pp. 115. Pap., 50 c. *A. Williams & Co.*

Crafts.—Childhood. The Text-Book of the Age, for Parents, Pastors, and Teachers, and all Lovers of Childhood. By Rev. W. F. Crafts, author of "Through the Eye to the Heart" and "Trophies of Song." 12°, pp. xii, 259. $1.50.....*Lee & S.*

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Coolidge.—Brochure of Bunker Hill. With Heliotype Views. Compiled by George A. Coolidge. Obl. 16°, pp. 32. Pap., 50 c.....:.*Osgood.*

Duffet.—Key to Duffet's French Method. 12°, pp. 99. 75 c.....*Wilson, H. & Co.*

Erickson.—Bees and Hornets in Human Guise. By D. S. Erickson. 16°, pp. 400. $1.50.....*Cong. Pub. Soc.*

Garrett.—Doing and Dreaming. By Edward Garrett, author of "Premiums Paid to Experience," "Occupations of a Retired Life," "By Still Waters," etc. 12°, pp. 205. $1.25..... .....*Dodd & M.*

Gerard.—The Old Stadt Huys of New-Amsterdam. A Paper read before the New-York Historical Society, June 15th, 1875, by James W. Gerard. 8°, pp. 59. Pap., $1; large pap., $2.50.....*Patterson.*

Harvestings; or, Reminiscences of a Pastor. 16°, pp. 115. 60 c.....*Cong. Pub. Soc.*

Hazen.—Historical Discourse Commemorative of the Centennial Anniversary of the Congregational Church of Plymouth, N. H. By Henry A. Hazen, Pastor. 12°, pp. 38. Pap., 15 c.....*Cong. Pub. Soc.*

Heaton.—New and Decisive Evidence of the Mode of Baptism. By Rev. Isaac E. Heaton. 18°, pp. 67. Pap., 10 c.....*Cong. Pub. Soc.*

Hotze.—First Lessons in Physics. For Use in the Upper Grades of our Common Schools. By C. L. Hotze, Teacher of Natural Sciences in the Cleveland High School, author of "First Lessons in Physiology," etc. *New ed., rev.* 16°, pp. 174. 90 c..... .....*Central Pub. Co.*

Ingelow.—Fated to be Free. By Jean Ingelow, author of "Off the Skelligs." 16°. $1.75..... ...*Roberts.*

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McCosh.—The Royal Law of Love; or, Love in Relation to Law and to God. The Baccalaureate Sermon preached before the College of New-Jersey, June 27th, 1875. By James McCosh, D.D., LL.D., President of the College. 16°, pp. 30. Pap., 25 c.....*Carter.*

McKenzie.—Notes for Teachers and Scholars to accompany the International S. S. Lessons for the Third and Fourth Quarters of 1875. By Alexander McKenzie, Pastor of the First Church, Cambridge, Mass., and author of the "National Series of Questions." 16°, pp. 108. Bds., 50 c.....*Cong. Pub. Soc.*

Miller.—In the Kitchen. By Mrs. Elizabeth S. Miller. 4°, pp. 568. $2.50.....*Lee & S.*

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Morgan.—The Law of Literature, reviewing the Laws of Literary Property in Manuscripts; Books, Lectures, Dramatic and Musical Compositions; Works of Art, Newspapers, Periodicals, etc.; Copyright Transfers, and Copyright and Piracy; Libel and Contempt of Court by Literary Matter, etc. Wtth an Appendix of the American, English, French, and German Statutes of Copyright. By James Appleton Morgan, M.A., of the New-York Bar. In two vols. Vol. 1. 8°, pp. xviii, 513. Shp., $7.50. *Cockcroft.*

New-York. *See* Redfield.

Peck.—Manual of Algebra. By Prof. W. G. Peck. 12°, pp. 330. Half roan, $1.50.....*Barnes.*

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Reed.—The Twin Heroes. A Tale of the Separatists of the Times of Queen Elizabeth. By Rev. Frederic A. Reed, A.M. With an Introd. by Mortimer Blake, D.D. 16°, pp. 413. $1.75.....*Cong. Pub. Soc.*

Rhodes.—The French at Home. By Albert Rhodes. With numerous illustr. 18°, pp. 256. $1.50..*Dodd & M.*

Ripples of Song. A Collection of Temperance Hymns and Tunes. Obl. 16°, pp. 61. Pap., 15 c. *Nat. Temp. Pub. Soc.*

****Sebald.**—Zeichnen-Schule. Practische Anleitung zur Erlernung der Zeichnen-Kunst nebst einem Umriss der plastischen Anatomie, der Lehre der Perspective, sowie der Behandlung der Wasser- und Oel-Farben. Compiled by Hugo Sebald. Mit ueber 460 Illustrationen. [1874.] 4°, pp. 269. $5; pap., $4.....[Sebald.]

Spender.—Jocelyn's Mistake. By Mrs. J. K. Spender. (Osgood's Library of Novels, No. 48.) 8°. $1.25; pap., 75 c..... .....*Osgood.*

Ten Brook.—American State Universities; their Origin and Progress. A History of Congressional University Land-Grants; a particular Account of the Rise and Development of the University of Michigan; and Hints toward the Future of the American University System. By Andrew Ten Brook. 8°, pp. viii, 410. $3.50..*Clarke.*

Tennyson.—Queen Mary. A Drama. By Alfred Tennyson. (*Author's ed.*) 16°. $1.50.....*Osgood.*

Wilson.—Poems by William Wilson. Edited by Benson J. Lossing. *Second ed., enl.* [With portrait.] 12°, pp. xx, 213. $1.50.....*A. Wilson.*

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Duffet, Key to French Method..... 75

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Phelps' Teacher's Handbook. 12°, pp. 330. (*July* 15.)

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The figures in ( ) refer to the (whole) number of the "PUBLISHERS' WEEKLY" *in which the full title has been recorded under the word preceding the figure. The more prominent works appear in this list, both under author and title or subject, with reference from the latter to the former.*

A. L. O. E. *See* E., A. L. O.
Abbe (The) Tigrane. *See* Fabre, F.
Abuse (The) of Maternity. *See* Evans, E. E.
Ad Majorem Dei Gloriam. *See* Fullerton, G.
Adams, C. F. (179), Memoirs of John Quincy Adams, vol. 6, $5.....*Lippincott.*
Adams, J. Q. *See* Adams, C. F.
Adhemar (178) De Belcastle, $1.50.....*Cath. Pub. Soc.*
Afraja (177), $1.50; pap., $1.—Same, International Series, $1.25.....*Lippincott.*
Ahn's (Henn's) (180) First French Reader, bds., 60 c.;—Key to Same, bds., 30 c.;—Key to Third German Book, bds., 25 c .....*Steiger.*
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Ancient History from the Monuments. *See* Birch, S.
Andre, G. G. (179), Coal Mining, part 3, $2.....*Spon.*
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Architecture, Progressive American. *See* Croff, G. B.
At Capri. *See* Detlef, C.

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The Two Things Wanted.

THERE are two things the American book trade needs: the assurance that when they buy books to sell, they can make a living profit on what they do sell, and the wide-awake interest in their calling that will keep them well up to their work. It is the particular business of the Niagara Convention to bring about the first desideratum, and it can do it if it will. Every thing is ripe for a decided stand. If not only the numerical majority, but the several interests represented at the Convention, can agree upon a plan which they generally believe can be carried out, and will pledge themselves to carry out that plan, and will then stand to it, without jumping at every rumor that this or that house has "gone back on the reform," that plan is bound to succeed. What platform that shall be, demands the most cautious consideration. Theoretically, it can be defined in a sentence: a return to the advertised retail prices of books, with only such exceptions as may be found necessary to keep such a reform effective in practice. The whole question turns on what these exceptions must be.

After considerable talk among the trade, we are led to fear that some considerable exceptions must be made, lest the bow drawn too tight should snap. This, let us repeat, is not our view of what should be, but we are anxious, as we trust the members of the Convention will be anxious, to waive individual opinions and agree on what is generally conceded to be possible. Certainly, the Put-in Bay platform is too loose in definition. We want, in the first place, a defined statement that not 20 per cent. but retail prices, are to rule. Then, it seems to us, a specified limit, $100 at a time or what you will, should define large buyers. If it shall prove, as seems likely, that libraries (which are among the largest buyers), school-boards, etc., teachers, and possibly clergymen (though the reduction to them is on other grounds, and cheapens their calling), must be allowed some discount, let us have this clearly defined, so that there may be no misunderstandings. Moreover, the time at which, or the conditions on which, any platform is to go into operation must be made clear.

And once that platform is reached, the trade must make up its mind that it is to stand. A strong, determined organization is what is wanted now: public opinion is pretty well educated and the trade sentiment thoroughly awakened, and now the thing is to do something, and stick to it. Whether such a platform is to be enforced by penalty, or whether the reforming trade is simply to say that, as a matter of common sense, they don't propose to buy books from those who cut under their own customers, should be decided at Niagara. The latter seems to us the proper and natural and effective way, and the trade have the power in their own hands. If they make up their minds to let any house that chooses to help along underselling severely alone, it seems to us that will be abundant penalty and efficacious remedy. Most of the publishers now recognize the fact that in even permitting their customers to

undersell they are doing themselves, directly and indirectly, real harm.

Once a reform is made effective, and the living profit assured, all the rest comes of itself. These conventions, the local organizations all over the country, and finally the Book Fair, tend to the same purpose. They vitalize the trade by bringing it together. And that is just what the trade wants. Compared with other trades, even in matters of pure luxury, it does a very small business. That business can be vastly increased, if the distributing trade can be made to feel that it has something to work for. Now the Book Fair brings every body together, publisher and retailer, Easterner and Westerner—a chief purpose of the trade sales, which they never accomplished. Yet it does not force stock upon the dealer, but enables him to buy thoughtfully, wisely, and to balance his stock, and thus sends him home, not with a lot of stock that is to be dead on his shelves and lock up his capital, but with books he knows he can sell, so that he may turn over his money and send it all back before the holidays. Our indications lead us to believe that the attendance at the present Fair will be large, and the sales large; others believe that at this time of the year it can not be a great success. That remains to be seen. Whether or no, this first Fair is an experiment, and unless it should be a dead failure, of which we see no possibility, the benefits of the new system are by no means to be tested altogether by it. Those who criticise details of arrangements, or question the cost, will find that all these matters will right themselves for the next. Ultimately, we have no doubt but that the trade will regard the Fair as one of the best things in the reform.

But first is the Convention. That is the turning-point. We are not of the weaker brethren who believe that if it fails to obtain general and effective agreement on some one measure, all possibilities of reform are over for this day and generation. But certainly reform would then be against wind and tide. There are croakers who fear that, what with misunderstandings, and recriminations, and individual selfishness, the Convention will be misled into dissension and confusion, and will accomplish nothing. We do not so mistake the temper and good sense and power of the trade. It is no longer so weak as to be at the mercy of schismatics, should any arise. It will hear justly such explanations as it may have occasion to call for; and if it finds any house in fault, it will not allow that to discourage or estop the reform. The trade is now a power, stronger than any one, or two, or half dozen houses, and we trust its wise action at Niagara will prove that to all. The Convention is the crisis of the reform. On it the prosperity of the book trade of the country and its growth closely depends. If it fails of wise action, the whole trade will be much harmed. With this momentous issue before it, and in view of the character of its members, we look to see it accomplish the most important results.

We give elsewhere the latest railroad arrangements for the Convention, and as there will not be another number of the Weekly to reach booksellers before the gathering, those wishing further information are referred to the local agents. We urge all who have not done so to apply for their certificates at once, and especially request those going from New-York and the East, by any of the special trains, to send immediate notice, as the circular requests. The whole trade seems to be coming. Two hundred certificates are already issued. There promise to be nearly fifty from New-York, twenty-five from Philadelphia, as many from Boston, ten each from several of the Western cities, and hundreds more from the smaller places, at Niagara. The trade is heartily to be congratulated.

The immense labor involved in preparing the Book Fair Supplement and the Educational Number, with the work in connection with the Convention and Fair, both in our editorial and printing offices, must explain and excuse some irregularities in the issue of our July numbers The present issue, having been delayed on account of the Book Fair Supplement, is now dated ahead July 10th, and the latter, embracing some 140 pages, is to take the place of the number for July 3d. Our next issue, probably, will also be detained a few days in order to admit some Convention matter, and, we hope, a plan of the Book Fair. The issues for the 24th and 31st will be consolidated into an extra educational number, published at the latter date, and with this there will be a trade supplement, giving the full official reports of the Convention, etc., and reports from the Book Fair.

The *Uniform Trade List Annual* for 1875, if we are able to carry out our present plans, will contain an index to the most important books included in its lists. This is a feature which the trade has generally urged us to adopt, and which we have been anxious to make use of, but it was difficult to see our way clear to doing it without considerable loss, unless the Annual Reference List be omitted or the price of the work were raised. Mr. Whitaker finds himself compelled to raise the price of his

volume, although the work is much less costly to make in England than here, and we find that one index which was offered us by a member of the trade whose industry should make him famous, containing thirty thousand items without any of the needed subject headings, would cost us from $1500 to $1600 to print. This illustrates the magnitude of the enterprise. Neither time nor cost would permit us to give so extended an index as this, for the profit on last year's volume was not more than adequate return for the great labor its compilation involves, and does not really justify further expenditure. But we shall replace the Annual Reference List with an Index which will be of no little service to the trade, and next year we shall have the American Catalogue. The subscription price of the Annual will not be raised.

WE print elsewhere a further letter from Messrs. Ivison, Phinney & Blakeman, and a sharp reply from Messrs. A. S. Barnes & Co. to the correspondence in our last issue. We deprecate the publication of both series, but we felt compelled to print the first set, as it was requested by one of the parties, and of course fair play demands that the reply shall also have space. But we give notice that we shall hereafter hold ourselves justified in declining to print correspondence which seems likely to precipitate personal quarrels, and accomplish little otherwise; and further, that we reserve the right, unless it shall give any party to a controversy an unfair advantage, or unless we are specially desired by the party sending not to do so, to bring correspondence directly to the attention of the parties accused, or before the proper arbitration committee, previously to its being put in print. And, in this particular case, it seems to us it would have been much better to have had the question brought directly before the Board of Trade Committee. We don't desire to suppress any issues that arise, but we do desire that all disputes should be set right by the constituted authorities, if possible, instead of having them brought before the trade in a way to provoke indefinite recrimination, without promoting justice. We are especially desirous, also, that the precedent should be set to the trade of bringing all disputes to an amicable adjustment, instead of a hostile issue.

THERE has been a good deal of discussion lately over the copyright matter. The London *Bookseller* summed up the platform of the English authors' association in a very sweeping satire, which provokes from Mr. Smalley, in the *Tribune*, a strong statement of the "natural enemies theory" on which he thinks the English publishers proceed, in regard to authors and their copyright. Charles Reade writes to the *Publishers' Circular* as being "well able to instruct any living Englishman on this one subject," and concludes a characteristic letter with this statement in small caps: "International copyright, and a place of business in London, that is the great game of an American publisher." Dr. Holland strikes the same note in *Scribner's* in saying, "International copyright can be brought about only when American literature becomes as valuable in England as English literature is here."

AN old and valued subscriber to the WEEKLY—for are not friends dearer as they part from us?—pays up his subscription through July, and writes to us: "Then please discontinue without further notice. It is useless to keep informed on books when underselling publishers don't allow us (practically) to deal in them." Now, isn't that hard?

Later R.R. Arrangements.

IN addition to the particulars given in the last issue of the WEEKLY, we add the following:

NEW-YORK.—The Erie tickets are now for sale at the general office, 529 Broadway, on the Committee's certificates. It is again urged that all who can, whether from New-York or the East, will take the special Erie train on Monday evening. Mr. W. C. Gould, to whom the trade is already so much indebted, has arranged with the Dickerson House, Corning, for breakfast on the up trip, and will arrange with the usual stations on the return trip for other meals, at reduced rates.

Tickets will be sold by the N. Y. Central R.R., from New-York to Niagara and return, at $17.50 (regular rate, $9.25 each way); Albany to Niagara and return, $12. By the courtesy of the *New-York Herald*, we are enabled to state that if many desire to avail themselves of its special train, leaving New-York at 2.30 A.M. Sunday, and reaching Niagara at 1.40 P.M. same day, the fair will be put at $8.

Those who are to go by any of these special trains, Herald or via Erie, from New-York, should endeavor to notify the Committee at once. Particular attention is called to the importance of this matter.

PHILADELPHIA.—Mr. J. R. Elliot, of Claxton, Remsen & Haffelfinger, acting for Mr. George Remsen, the local agent, informs us that arrangements will probably be made for special accommodation direct to Niagara, at reduced rates. Mr. Remsen will give information and furnish local certificates for the R.R. reduction to those going from Philadelphia, although the Committee's general certificates are necessary for the hotel reductions and return trip, and should be applied for.

BOSTON.—No arrangement with the Boston and Albany R.R. seems possible, except for both ways *via* Albany, at $21, in case the Boston people generally adopt that route. As this

would not permit a break for Book Fair, Eastern dealers are advised to come by boat, connecting with special Erie train from New-York. The Narragansett Steamboat Company desires to be assured of the sale of a certain number of tickets, so that all intending to come that way will please notify Mr. William Lee at once.

WESTERN CITIES.—The trade is indebted to Mr. Martin Taylor, who has worked indefatigably in this matter, for the following later arrangements:

Via Toledo, Wabash, and Western R.R.—Round-trip tickets to Niagara and return, from St. Louis, $20; Hannibal, $22; Quincy, $22; Keokuk, $23; Jacksonville, Ill., $20; Peoria, Ill., $20; Decatur, $20; Bloomington, $18; Danville, $18; Tolono, $18; Lafayette, $15; Logansport, $14; Peru, $14; Fort Wayne, $12.

Leave St. Louis 7 P.M.; arrive at Toledo, 10.25 A.M.; arrive at Niagara Falls *via* Canada Southern, at 9.10 P.M. Tickets on sale at their offices July 5th to 23d; good for return to October 31st.

Via Canada Southern, or G. W. R.R.—To Niagara and return, Detroit, $7.

From Cincinnati, via Cincinnati, Hamilton, and Dayton R.R., to Toledo, thence by Canada Southern to Niagara Falls and return, $15. Leave Cincinnati in the evening, breakfast in Toledo, arrive at Niagara Falls at 9.10 P.M.

Via Cleveland, Columbus, Cincinnati and Indianapolis R.R., and Lake Shore and Michigan Southern.—To Niagara and return, from Cincinnati, $18.15; Dayton, $15.90; Indianapolis, $19.70; Springfield, $14.90; Bellefontaine, $14; Columbus, $13.90; Delaware, $12.90; Crestline, $11.40; Cleveland, $8.35.

Tickets sold from July 8th to 23d, good to October 31st.

Via Detroit and Milwaukee R.R.—To Niagara Falls and return, from Milwaukee, $15; Grand Haven, $13; Grand Rapids, $12; Ionia, $10.70; St. Johns, $10.35; Ovid, $10.05; Owassa, $9.75; Fenton, $8.80; Holly, $8.70; Pontiac, $8.

All branches and stations of the D. & M. R.R. *via* G. W. R.R., one fare the round trip. Those coming from the Northwest, or living on lines centring in Milwaukee, should avail themselves of the cheap rate offered by this route. Parties coming from Chicago can make a saving of from $6 to $8 by coming to Grand Haven by steamer, or by Chicago and Northwestern to Milwaukee.

Chicago.—We have been unable to make any special rates with lines leading out of Chicago direct. In case the special limited tickets which are now on sale at all ticket-offices in Chicago to New-York are still sold during the month of July, Mr. Taylor will arrange that parties purchasing such tickets *via Erie R.R.* shall have the time extended so as to leave Niagara Falls on special train to New-York after close of Convention. ☞ *It is important* that all through tickets should be *via Erie R.R.*

Negotiations are now pending with Lehigh Valley R.R., covering Baltimore, Philadelphia, Allentown, Bethlehem, Pittston, Wilkesbarre, and Towanda.

A large number of important points are covered by the Pennsylvania R.R. summer excursion rates, which can be obtained from Mr. Samuel Carpenter, General Eastern Agent, 526 Broadway, New-York.

Postscript.—BOSTON: The Norwich line offers general excursion tickets to New-York and return, at $6, from Boston or Worcester, and most of the trade are likely to take this route, we hear. Mr. William Lee should be applied to for tickets by those wishing to leave Boston Sunday night *via* Narragansett Steamboat line, to connect with the train Monday night, as by arrangement with that company the special tickets for the New-England trade have been placed in his hands.

PHILADELPHIA: We have telegraphic advices that arrangements have just been concluded with the Lehigh and Erie roads, from Philadelphia to Niagara, and back again to New-York, at $13. Apply to Mr. Remsen or Mr. Elliot for information.

ERIE R. R.: From all points on Erie Railroad, round-trip tickets to Niagara, thence to New-York, thence home, will be sold at $10.

ROCK ISLAND, ILL.: Round trip to Niagara and back, *via* Peoria and Rock Island and Wabash lines, $25.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

A Letter from Messrs. Barnes.

NEW-YORK, June 28, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: It is our purpose to make no public reply at present to the complaint of our Chicago customers, with regard to our recent offer to the Board of Education in that city. We hardly feel that the columns of the WEEKLY are the proper place for such a discussion, which should rather go before the proper tribunals appointed to take cognizance of all infractions of the laws of the trade, and to these we cheerfully hold ourselves amenable. We have wished, however, that our vindication might come from those who first accused us, believing that a more thorough knowledge of the circumstances on their part would entitle us to it.

Let it suffice for the present to say that we acted, according to our best judgment, for the interests of all concerned; and if we have *really* wronged the Chicago trade, no one can regret it more than we do. We speak of the Chicago trade only, for we do not feel in any sense responsible for the publicity given to the transaction, which, it is claimed, will demoralize business elsewhere. We hope to prove, at the proper time, that there is no fault in us in the whole matter, but in the interval must respectfully protest against further "trial by newspaper."

Our purpose in writing now is to "confess judgment" on another count. It is a new one, and is brought to our attention by the pleasantly expressed note of our neighbors, Messrs. Ivison, Blakeman, Taylor & Co., who fired a shot at long range in your last number, over the heads of Jansen, McClurg & Co., and

Potter, Ainsworth & Co., but so plainly destined for us that we accept notice, like Captain Scott's coon, and offer to "come down," without waiting for another volley.

We almost despair of doing any thing that will entirely please the great and good house in Grand street; but in this case it seems we have deeply, darkly, and deliberately wronged them, by permitting our senior to be and remain a "special partner" in that other wicked firm, which for years and years (by full license of the Publishers' Board of Trade) has been supplying "P., D. & S. Copy-books" to the Chicago schools at a special price.

The peculiar wickedness of all this is aggravated by the fact that Spencerian Copy-books are eligible, and would, no doubt, be very cheerfully supplied to take the place of "P., D. & S." And the publishers of "Spencerian," by a strange coincidence, are Messrs. Ivison & Co.! But this merely accidental circumstance should not, of course, be permitted to weigh against the evident purity of their present motives, and new-born zeal to suppress such a scandal of the trade.

The dismal prediction with which their note closes fills us with gloom. We know now that they have foreseen disaster all along, for by their very cautious treatment of all trade questions they have certainly not put *their* "backbone," as a strong column, under any measures of trade relief.

As our sad brotherhood shall contemplate the future ruins of the now apparently flourishing "book trade associations," which nevertheless, we learn by this distinguished authority, "are nothing but a farce and a snare," at least no one can shake gory locks at the great and good, and say, "Thou didst it;" for these associations were *not* "founded on their support," but on the sand—and so they told us;—and the rains came, and the winds blew, and down fell the associations, and great was the fall thereof!

Yours, sorrowfully,

A. S. BARNES & CO.

The Chicago Copy-Book Matter.

NEW-YORK, June 30, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: In your editorial reference to the Chicago copy-book correspondence, you say: "We learn, on inquiry, that notice was given to the committee that competition from outside the Board compelled the reduced price to be made, in which case the Board rules lapse for that particular instance." The rule referred to in the correspondence is that prohibiting *branch houses* from selling at a better discount than *one third*. Many members of the Board will learn with surprise, we are sure, that power exists under the by-laws for any committee to cause the aforesaid rule to lapse *continuously*, or even at all; and there are some who would like to see an authoritative statement of any committee to that effect. Yours truly,

IVISON, BLAKEMAN, TAYLOR & CO.

The Annual and an Index.

———, June 19, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Permit us a few moments' hearing on the subject of the "Trade-List Annual." There is no doubt but it has become, as your correspondent of May 26th says, indispensable to the trade, and it will be no less a necessity when the "Finding List" is published, for all who receive the "Finding List" will certainly have the Annual also; and those who can not, or think they can not, afford the former, will of course need the Annual. It has already, in short, become as important a book-trade appliance as your yearly list of school-books. The criticisms of your correspondent are just, but we do not hope to see them effect much change for the better; for where bibliography is so little studied as in our country, we can not hope for perfect catalogues, but must take them as they come. The improvements he suggests, while admitted as being improvements, are impractical because of the expense they would add to the volume; an expense disproportionate to the benefit derived (we refer to indexing on edge by coloring or lettering). When the "English Reference Catalogue" was published almost simultaneously with our own Annual, there was naturally a comparison made between the merits of the two volumes, and users, especially among those outside of the trade (large book-buyers and librarians), gave preference to the English as the best book—first, because of the binding; second, because of the index. Now, as far as the binding is concerned, we think our own Annual has received as constant and hard usage as any other copy, and we have found the binding to stand excellently well, amply well enough for the purpose. The index to the English Reference List is certainly a rather indifferent affair, and yet those who have used the volume will say that, even incomplete as it is acknowledged to be, it is of the greatest use in facilitating reference.

Some time since, a customer asked for Mr. Dale's "Works on Baptism." Not having them, he said he would like a complete set ordered, provided the cost came within his present means. Now, we knew that the books were catalogued *somewhere* in the Annual, but had forgotten the publisher. We called to our aid every one in the store, and yet could not learn the publishers or price, even our chief clerk being at a loss, though he has been ten or twelve years in the trade, and has boasted in our hearing that the Annual is of no practical use to *him*. We consequently lost a probable customer. Had there been an index to the Annual of 1874, a moment's time would have served for finding all the information we wanted. While therefore apologizing to Messrs. Rutter & Co. for disremembering so important a publication as their edition of Mr. Dale's works, we feel that what is needed to make our Annual all that is required, is a thorough index.

Why can not we have an index for the next issue of the Annual in September? We think the trade, who must be able to appreciate the importance of it, would willingly pay enough more per copy to cover the added expense. We therefore move that the "Trade-List Annual" for 1875 be indexed.

S.

A Sensible Voice from the Second-hand Trade.

BALTIMORE, June 16, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: I do not think my branch of the trade has been heard from on the reform move-

ment; in fact, I believe it is taken for granted that we are opposed to it. It may be so generally, but speaking for myself alone, I am in favor of the strictest rule *which can be enforced*, and with as few exceptions as possible. It is to the interest of a second-hand dealer that his customer should have to pay full retail prices for new books, as he will then be willing to pay more for a second-hand copy, and many times buy such a copy in preference to a much more costly new one. As a former correspondent of your WEEKLY showed, houses that live by underselling *don't live long*.

I think the trade generally is coming to that opinion. Wishing the Niagara Convention every success, I am yours truly,

LAWRENCE B. THOMAS,
New and Second-hand Bookseller.

Discount on School-Books.

——, N. Y., June 23, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: The continuance of business as bookseller depends almost wholly upon the action of the Convention at Niagara, next month. In our place, it is school-books almost entirely; and I think these should be included in the list, and all should be limited to 15 per cent, without exception. What have teachers or clergymen done, that I or any other dealer should make them a present of all my support, so far as they are concerned? How would they receive a request from me to teach my children free, or cancel my pew-rent? Instead of sending me customers, they say to them, "Wait till I am sending, and I will get it twenty per cent less." I hope the Niagara Convention will see the propriety of this, and be unanimous, plain, unmistakable in language—making such a forfeit as shall hold all together—although I am about discouraged, so long as the spirit of underselling is so strong in places where manly dealing ought to be the basis of action. S.

Discounts and the Reform.

[THE following letter is handed to us by the Committee on Assemblies, as of general interest.—ED.]

COLUMBUS, OHIO, June 23, 1875.

The Committee on Assemblies:

GENTLEMEN: Please consider me as a possible attendant of the Convention and Book Fair. Also, as a protestant against large discounts, outside of the regular trade. To produce a revival in the book trade, it may be necessary to reduce retail prices. To do this, the publisher must shorten his profits, the retailer be contented with less discounts, and the consumer be satisfied that "the discount has already been taken off," when the retail price is named to him. Under the above conditions, the discount to libraries would have to be lessened to about ten per cent, which would be a fair discrimination between a large and a small purchaser. It is a noticeable fact that the *maximum* discount on any kind of books, or to any particular class of customers, immediately becomes also the *minimum* discount as well; therefore, the maximum should be set with an eye to the other.

Booksellers usually receive no discounts on purchases of articles which they consume, and their physician's bill is made out "in full"—yet, when he becomes the customer, he demands a discount. Thus, the retailer first buys his books (and pays for them), and then pays a premium to his customer as an inducement to purchase.

These remarks have no particular business here, but it is difficult to approach the matter of a convention without feeling to say something. Yours truly,

GEORGE W. GLEASON.

How to Get Discounts.

MERIDIAN, Miss., June 15, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Yesterday, a resident minister came to our store and proposed to buy his books through us, instead of sending off for them himself, stating, at the same time, that we could give him as good prices, and make five to ten per cent clear. We thanked him, and asked from whom he had purchased, and what discount he received. He specified an Eastern firm which gave him forty per cent discount on religious books. We told him that the best we could get on religious books is one fourth to one third and five per cent, and that no retailer gets any better discount. He left, thinking us poor buyers, or untruthful to him. Yours truly,

E. PHILLIPS & CO.

A Decimal System for Paper.

ST. LOUIS, June 21, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: It seems that in Germany and Austria the present system of counting paper (which is similar to ours) is soon to be changed.

A committee, appointed by the Paper Manufacturers' and Book Printers' Associations, proposed the following, which is likely to be adopted:

Commencing on January 1st, next, 10 Bogen (sheets) to make 1 Lage (layer); 10 Lagen, 1 Buch (quire); 10 Bücher, 1 Ries (ream). This would make a ream 1000 sheets, a quire 100 sheets, and a layer 10 sheets. Might not a similar change be considered in this country?

Respectfully yours,

GEORGE SCHERER.

BOOKS RECEIVED.

ANCIENT SYMBOL WORSHIP, AND THE INFLUENCE OF THE PHALLIC IDEA IN THE RELIGIONS OF ANTIQUITY, by Hodder M. Westropp and C. Staniland Wake. (J. W. Bouton, New-York.) This work consists of two distinct papers, as read before the Anthropological Society of London. The object of these papers is to trace the origin of the phallic idea to the most ancient period, and to show that the same human nature has always been identical in the different stages of its growth. It is therefore shown that the same phallic idea prevailed among many peoples at the same time, and was not the immediate or direct effect of any special circumstance. The prevalence of this ancient mode of worship among the various nations of the earth at one time, is traced by the symbols that

have survived the idea, and many researches have been made to arrive at proper conclusions. The writers point out clearly, how modern nations have in many ways unknowingly perpetuated the ancient symbols, though attaching different meanings to them than those they originally possessed. In making these investigations and inquiries, the only object in view has been to add to the world's knowledge of such matters, and no attempt has been made to undermine any genuine religious belief. Both papers show careful study, and will be read with interest by the student of ancient beliefs and creeds. 8vo, $2.

CONSTANTINOPLE, from the French of Théophile Gautier, by Robert Howe Gould, M.A. (Henry Holt & Co.) The same brilliant descriptions and picturesque language which placed "A Winter in Russia" apart as a book of books among works of travel, characterize this volume. However much one may have read of the East, he will find it was an unknown country to him till Gautier, with his keen artistic perceptions, pointed out the varying lights and shades of its life and scenery. As presented by his sparkling pen, it seems a land of enchantment, rich in life, light, color, and romance. We recommend the work heartily, as not only far beyond the ordinary book of travel, but as something unique in style and power and vividness of description. 12°, cloth, $2.

STORMS: THEIR NATURE, CLASSIFICATION, AND LAWS, by William Blasius. (Porter & Coates.) Professor Blasius has embodied in this volume the results of some twenty years' investigation of the nature of storms and other atmospheric disturbances. His theories are altogether new, but are indorsed by the highest scientific authorities as the most reliable explanations of the causes of storms yet given. His work is written chiefly for the general reader, and will be read with no little interest, the care and intelligence with which he develops his views giving it a special value and importance. The volume contains a number of plates, and is very handsomely gotten up. 12°, cloth, $2.50.

AUTOBIOGRAPHY OF THOMAS GUTHRIE, D.D., AND MEMOIR, by his sons, Rev. David K. Guthrie and Charles S. Guthrie, M.A. Vol. II. (Robert Carter & Brothers.) This volume completes the history of the life and labors of this eminent Scottish divine. His name is so intimately bound up with the history of the rise and progress of the Free Church of Scotland, that a long and minute description of the disruption era forms a fitting addition to his life. The work is charmingly written, full of anecdotes both grave and gay, and embracing varied interests. It is in tone bright and genial, and sets forth a standard of the highest Christian living. 12°, cloth, $2.

LITTLE CLASSICS, edited by Rossiter Johnson. Vol. 13. POEMS NARRATIVE. (James R. Osgood & Co.) Another volume has been added to what was considered the completed series of "Little Classics." No one will regret it, as it gives, in a most handy and pleasing form, a number of favorite poems, which are always delightful to reread, such as "The Deserted Village," "The Ancient Mariner," "The Prisoner of Chillon," "Bingen on the Rhine," "The Culprit Fay," "The Raven," "The Eve of St. Agnes," etc., etc. The volume contains more matter, probably, than any previous volume of the series. 18°, cloth, $1.

THE OLD, OLD STORY, and, THE ART OF PLEASING, by George Roy. (Robert Clarke & Co.) Two little pamphlets by the talented author of "Generalship," on the subjects of love and the best manner of rendering ourselves acceptable to those we desire to please. Written with the simplicity and quaint wit which gained for his story such a great popularity in this country and Scotland. Ea. 12°, paper, 25 cents.

BROCHURE OF BUNKER HILL, with Heliotype Views, compiled by George A. Coolidge. (James R. Osgood & Co.) Containing a history of the battle, a description of the monument, of relics of the battle, and of the monuments to Warren, with heliotype plates of the same. Also heliotypes of a number of autograph letters, etc., etc. A very pretty little remembrance of the day. Oblong 16°, paper, 50 cents.

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STATIONERY AND FANCY GOODS.

Publishers and manufacturers of novelties in either stationery or fancy goods should send us samples, in order to make sure of having them noticed. We would also be glad to receive, at all times, for publication any items of general information to the trade.

THE trade in stationery and fancy goods during the past month was dull, but at this season of the year nothing better is expected. This is the dull season, and the dealers in general have no feelings of disappointment that they have not more customers. In both lines of business, however, there has been no want of those who find fault with the times, and complain that business is dull on account of a lack of confidence in the trade.

It is true that the late panic, with its consequent losses, did much to undermine the confidence of the trade. Money became scarce, and as those whose necessities were urgent could not borrow, they were led to sacrifice their goods to obtain the much-needed money wherewith to meet their obligations. This, for one, gave rise to the present system of underselling, which has done so much to injure the profitable business that was so confidently expected in the spring. Yet, when we take into consideration the general wealth of the country, and its recuperative ability, the cause of the present stagnation can not be traced entirely to the effects of the panic.

The worst effects of the panic have undoubtedly been felt, and though absolute recovery has not yet supervened, the remaining results are of small consequence, when compared with the depressing effects of the present condition of our national finances. The real cause of the general stagnation may therefore be said to be owing to our irredeemable currency, and until some action is taken for a return to specie payments, trade can not be expected to revive. The Resumption Act of the last session of Congress was undoubtedly a move in the right direction, but whatever effect it might have had upon business was lost by its fatal defect—it failed to provide any specific measures for carrying resumption into effect. At the late meeting of the National Board of Trade, the act was indorsed, and attention was called to its deficiency, and it is to be hoped that the matter will receive the attention of Congress early in the next session. Many plans have already been published to bring gold and silver back to circulation, and it has become a threadbare subject. Without advancing any theory, therefore, we would ask that proper provision be made to carry the resumption act into effect. When this is done, trade will revive, but with the present uncertainty nothing can be expected. The uncertainty of what action may be taken in future makes all values fluctuating, and under these circumstances it would have been better not to have specified a date for resumption, without having provided the means for making resumption a fact.

Both standard and fancy stationery lack animation, but the fancy papers for social purposes sell the best.

In fancy goods, the importers are now receiving their samples, and though trade is dull for the present, large orders are coming in for the fall trade. It is estimated that the orders already received by the importers amount to about $250,000, and they are distributed through all parts of the country. Some of the new samples are very beautiful, but as we can not mention all, we would call attention to the new ivory and leather goods imported by Charles L. Pratt, Nos. 451 and 453 Broadway. These goods consist of portemonnaies, match-boxes, cigar-cases, purses, etc., etc. The portemonnaies and purses are particularly noticeable. The sides are of ivory, handsomely carved, and the bellows portion of russia leather; the edges are bound with german-silver, and they can be had either with or without handles. The more expensive qualities are lined with silk, with silk cords and tassels. The portemonnaies sell from $48 to $96 per dozen; the purses, which can also be had in blue calf, cost from $24 to $60 per dozen.

For albums and the general line of leather goods, blue and black calf is taking the place of russia leather. Albums are mostly made in black calf, with silver mountings, but the blue is also used. They cost from $6 to $15 each. The chief business at present is in fans, and one sale of 12,500 is reported to a single house. The prevailing style is pearl and satin, with feather tips. The sizes are rather smaller and more modest than formerly. Many of them are embroidered by hand in the most elaborate manner, and may be had from $3 to $15 each, according to the sticks.

Mr. J. Emmerich, Maiden lane and Nassau street, New-York, has issued the Centennial thermometer. The tube is handsomely mounted upon strong cardboard, and is warranted correct. It can be had for $1.50 per dozen, and retails for twenty-five cents each.

Mr. Edward E. Brown, No. 31 Beekman street, New-York, offers the retail trade a fine assortment of envelopes, made from the best qualities of Piries, Corson & Browne Company, and other first-class papers. These goods are a specialty, and will undoubtedly prove satisfactory.

Messrs. Payne, Holden & Co., of Dayton, Ohio, have issued a new style of book-covers, made of strong paper, and particularly adapted for the use of school-children, for their school-books and copy-books. It is the intention of the manufacturers to have them used by the dealers in school-books for advertising purposes. They are made to suit all the standard school-books, and in ordering them care should be taken to specify the book for which they are intended, so as to obtain the proper size. They are furnished by the thousand, with the dealer's imprint on the back.

LITERARY AND TRADE NEWS.

"THE Fullness of the Blessing," is the title of Miss Smiley's volume of religious meditations, forthcoming at Randolph's.

MRS. OLIPHANT'S new novel, "Whiteladies," will be added to the "Leisure Hour Series," in July.

MESSRS. CLAXTON, REMSEN & HAFFELFINGER, of Philadelphia, have published a "Centennial Railway Guide Map" of that city, compiled by Prof. L. M. Haupt. It is 28x28 inches in size, and is published both in pocket form and mounted on spring rollers, at 75 cents and at $4, respectively.

THOMAS HARDY, author of "Far from the Madding Crowd," begins in the *Cornhill Magazine*, for July, his new story, entitled "The Hand of Ethelberta."

WE are sure the trade will very heartily sympathize with Mr. Cooke, of W. B. Keen, Cooke & Co., Chicago, in the recent loss of his wife, who died on Saturday, June 19th, at her home in Chicago. Mrs. Cooke was a daughter of the late Dr. Ben Hageman, of Yazoo County, Mississippi, and at the time of her death was but forty-five years of age. The many friends of Mr. Cooke will join with the more immediate ones of the family in regretting her death.

A NEW novel, by Mrs. Lynn Linton, "The Atonement of Leam Dundas," is announced by the *Cornhill Magazine*, and one by Mrs. Oliphant by *Macmillan's*.

HENRY KINGSLEY has just published abroad a new novel, "Number Seventeen."

THE promised "Life and Letters of Lord Macaulay," by his nephew, Mr. G. O. Trevelyan, M.P., is now in the printer's hands, and will soon be published in England.

STILL another elementary series of general interest is announced by H. S. King & Co., London. The "Introductory Handbooks" will be outline sketches, not "cram-books," of the study of philosophy, music, art, English, classical and foreign literature, history, ancient and modern, etc.

MR. STEIGER has now ready a Relief Map of Pennsylvania, prepared by J. Schedler, which he sells, framed in black walnut, at $1.50. There are in preparation similar maps of California and the United States.

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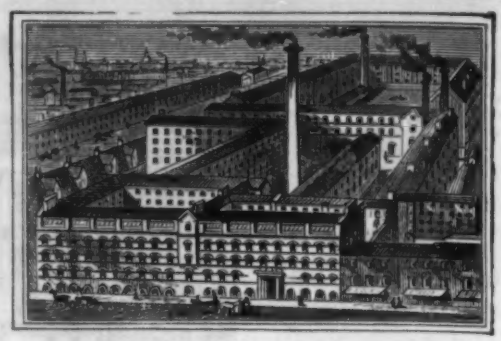

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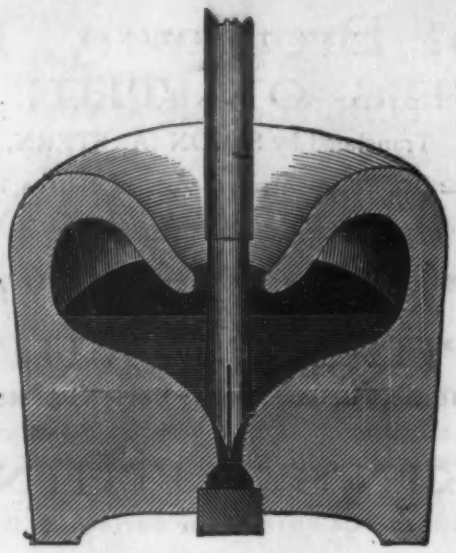

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